

Message Text

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PAGE 01 ABU DH 00649 251200Z

44

ACTION H-02

INFO OCT-01 NEA-09 ISO-00 SSO-00 EB-07 COME-00 /019 W

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O 251020Z MAR 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC IMMEDIATE 2743

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E.O. 11652: N/A

TAGS: OTRA, BTIO, TC

SUBJ: ABU DHABI WATER PIPELINE PROJECT

REF: (A) STATE 65610 (B) ABU DHABI 346 (C) ABU DHABI 529

1. PLEASE INFORM REPRESENTATIVE BUCHANAN THAT EMBASSY WILL OF COURSE EXTEND ALL POSSIBLE ASSISTANCE TO HOWARD AND HARBERT. WE HAVE ALREADY MADE REPEATED REPRESENTATIONS ON THEIR BEHALF AT ALL LEVELS OF ABU DHABI GOVERNMENT, INCLUDING THREE SEPARATE CALLS BY AMBASSADOR ON SHAIKH SOROUR, CHAIRMAN, ABU DHABI WATER AND ELECTRICITY DEPARTMENT.

2. HOWARD AND HARBERT ARE TO BE ESPECIALLY COMMENDED FOR THEIR PRECISE, ENERGETIC, AND THOROUGH PURSUIT THIS MAJOR PROJECT. EVEN IF THIS BID LOST, COMPANY HAS ESTABLISHED EXCELLENT REPUTATION LOCALLY AND WILL BE ABLE COMPETE ON FUTURE LARGE WATER AND SEWERAGE PROJECTS.

3. DEPT MAY WANT TO INFORM REPRESENTATIVE BUCHANAN CONTENTS REF A AND B. LATEST INFORMATION IS THAT CONSULTANTS HAVE LEFT CHOICE TO DWE, EMPHASIZING THAT:

A. CCC-KUBOTA BID IS FOR SECOND-GRADE CONTRACING AND FOR MATERIALS NOT TO SPECIFICATION AT A LOW PRICE.

B. HARBERT-HOWARD BID IS FOR FIRST-CLASS CONTRACTING USING SUPERIOR MATERIALS AT A HIGH PRICE.

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ALTHOUGH PRICE DIFFERENCES ON PAPER (INCLUDING SHIPPING COSTS) AMOUNT TO 23 MILLION DIRHAMS (5.8 MILLION DOLLARS), WHICH IS OVER 10 PERCENT CONTRAUT VALUE, CONSULTANTS QUALITATIVE ANALYSIS HAS REDUCED DIFFERENCES TO ABOUT FIVE MILLION DIRHAM (1.3 MILLION DOLLARS).
STERNER

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